

**191—50.37 (502) Cash solicitation.**

**50.37(1)** Payment of a cash fee, directly or indirectly, by an investment adviser to a solicitor for solicitation activities shall constitute an act, practice, or course of conduct operating as a fraud or deceit upon a person, pursuant to Iowa Code section 502.502(2), if:

*a.* The solicitor:

- (1) Is subject to an order issued by the administrator pursuant to Iowa Code section 502.412(4);
- (2) Has been convicted of a felony or within the previous ten years has been convicted of a misdemeanor involving conduct described in Iowa Code section 502.412(4) “*c*”; or
- (3) Is found by the administrator to have engaged or has been convicted of engaging in any of the conduct specified in Iowa Code section 502.505, 502.412(4) “*b*” or 502.412(4) “*i*”; has materially aided in violating Iowa Code section 502.412(4) “*d*”; or is subject to an order, judgment, or decree pursuant to Iowa Code section 502.412(4) “*d*” to “*f*.”

*b.* The cash fee is not paid pursuant to a written agreement to which the investment adviser is a party. If the cash fee is paid pursuant to a written agreement, the written agreement must:

- (1) Describe the solicitation activities to be engaged in by the solicitor on behalf of the investment adviser and the compensation to be received for the solicitation activities;
- (2) Contain an undertaking by the solicitor to perform the solicitor’s duties under the agreement in a manner consistent with the instructions of the investment adviser and the provisions of the Act and its implementing rules, as applicable; and
- (3) Require that the solicitor, at the time of any solicitation activities for which compensation is paid or is to be paid by the investment adviser, provide the client with a current copy of the investment adviser’s written disclosure statement required by subparagraph 50.36(2) “*a*”(2) or SEC Rule 204-3, if applicable, and a separate written disclosure statement as described in subrule 50.37(2). Prior to or upon entering into a written or oral investment advisory contract with a client, the investment adviser shall obtain a signed and dated acknowledgment of receipt by the client of the investment adviser’s and solicitor’s written disclosure statements. Additionally, the investment adviser shall make a bona fide effort to ascertain whether the solicitor has complied in all aspects with the written agreement, and shall have a reasonable basis for believing that the solicitor has complied.

*c.* The cash fee is paid to a solicitor:

- (1) For solicitation activities regarding anything other than impersonal advisory services; or
- (2) Who is a partner, officer, director, or employee of the investment adviser or is a partner, officer, director, or employee of a person who controls, is controlled by, or is under common control with the investment adviser without disclosure of the status of the solicitor as a partner, officer, director, or employee of the investment adviser or other person and of any affiliation between the investment adviser and the solicitor to the client at the time of solicitation or referral.

**50.37(2)** The separate written disclosure statement required to be furnished pursuant to subparagraph 50.37(1) “*b*”(3) shall contain the following information:

- a.* The name of the solicitor;
- b.* The name of the investment adviser;
- c.* The nature of the relationship, including any affiliation, between the solicitor and the investment adviser;
- d.* A statement that the solicitor will be compensated for the solicitor’s solicitation services by the investment adviser;
- e.* The terms of such compensation arrangement, including a description of the compensation paid or to be paid to the solicitor; and
- f.* The amount, if any, the client will be charged for the cost of obtaining the client’s account in addition to the advisory fee, and the differential, if any, in advisory fees charged by the investment

adviser if the differential is the result of the investment adviser's agreement to compensate the solicitor for soliciting or referring clients.

**50.37(3)** Nothing in this rule relieves any person of any fiduciary duty or other obligation to which the person may be subject pursuant to contract or law.

**50.37(4)** For the purpose of this rule:

*"Client"* includes any prospective client.

*"Impersonal advisory services"* means investment advisory services provided solely through written materials or oral statements not purporting to meet the objectives or needs of the specific client, statistical information containing no expressions of opinion as to the investment merits of particular securities, or any combination of the foregoing.

*"Principal place of business"* of an investment adviser means the executive office of the investment adviser from which the officers, partners, or managers of the investment adviser direct, control, and coordinate the activities of the investment adviser.

*"Solicitor"* means any person who, directly or indirectly, solicits any client for or refers any client to an investment adviser.

**50.37(5)** An investment adviser shall retain a copy of each written agreement, acknowledgment and solicitor disclosure statement required by this rule in accordance with Iowa Code section 502.411(3) and paragraph 50.42(1)"o." However, an investment adviser registered in Iowa whose principal place of business is located outside Iowa shall not be subject to the record maintenance requirements of this subrule and the applicable provisions of paragraph 50.42(1)"o" if:

- a.* The investment adviser is registered or licensed as an investment adviser in the state in which the investment adviser maintains the investment adviser's principal place of business;
- b.* The investment adviser complies with the applicable books and records requirements of the state in which the investment adviser maintains the investment adviser's principal place of business; and
- c.* The provisions of this rule would require the investment adviser to maintain books or records in addition to those required by the laws of the state in which the investment adviser maintains the investment adviser's principal place of business.

This rule is intended to implement Iowa Code section 502.502(2).